

Message Text

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20

ORIGIN OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 AID-05 COME-00 TRSE-00

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66607

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OPIC/FJCULMAN

AF/W:JSEGARS

OPIC/D:JOFFUTT (INFO)

----- 086604

R 182242Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY ACCRA

INFO AMEMBASSY LAGOS

UNCLAS STATE 036488

E.O. 11652: N/A

TAGS: EINV, EFIN, GH

SUBJECT: OPIC PROJECT IDENTIFICATION AND DEVELOPMENT MISSION--
GHANA

REF: (A) STATE 017879 (B) ACCRA 0803

1. PER REFTELS WILLIAMS PLANS TO ARRIVE ACCRA TUESDAY MARCH 4.
WILL CABLE ETA. WHILE HE HAS NO FIXED GHANA DEPARTURE DATE,
HE EXPECTS TO BE ABLE TO LEAVE BY MARCH 20.

2. AS OUTLINED REF A, WILLIAMS HOPES TO WORK WITH NIB OFFICERS
AND OTHERS TO IDENTIFY POTENTIAL JOINT VENTURE PROJECTS FOR WHICH
GHANAISANS SEEK US EQUITY PARTICIPATION AND TO DISCUSS THE
FINANCING OF SUCH PROJECTS, BY OR THROUGH OPIC. IN ADDITION
WILLIAMS WILL BE INTERESTED IN EXPANSION PLANS OR OPPORTUNITIES
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OF SUCCESSFUL EXISTING US-GHANAIAAN ENTERPRISES AND IN HELPING

WELL-REGARDED LOCAL FIRMS AND AGENCIES FIND POTENTIAL US JOINT VENTURES TO HELP CARRY OUT START UP OR EXPANSION OF PROJECTS WHICH THEY THINK HAVE MERIT. THE OPIC INTENTION IS TO ASSIST THE GHANAIS TO BUILD ON WHAT IS CURRENTLY AVAILABLE AND TO TRY TO PROVIDE A BRIDGE TO US OPERATING TECHNOLOGY AND CAPITAL WHICH MAY BE ABLE TO BRING PROJECTS INTO BEING. WILLIAMS HAS NOT THE TIME NOR THE INCLINATION TO CONDUCT QUOTE ADDITIONAL GENERAL STUDIES UNQUOTE MENTIONED REF. B.

3. BECAUSE EFFORT IS TO ASSIST GHANAIS TO MOVE THEIR DEVELOPMENTAL PROJECTS AND POTENTIAL PROJECTS ALONG AND IS NOT AN ATTEMPT TO PUCH US INVESTMENT PER SE, OPIC BELIEVES IT IS IMPORTANT THAT AN INVITATION BE EXTENDED IN WRITING BY AN APPROPRIATE INSTITUTION. INVITATION NEED NOT REPEAT NOT BE ELABORATE AND CAN BE A RENEWAL OF EARLIER NIB INVITATION TO OPIC ADDRESSED TO HENDERSON DESCRIBED REF A. IN TERMS OPIC RELATIONS WITH OTHER LDC DEVELOPMENT INSTITUTIONS, THIS NOT RPT NOT AN EXTRAORDINARY REQUEST. OPIC PLANS TO DISCUSS THIS WITH GOG REPS HERE, BUT OPIC MAY REQUEST EMBASSY TO INQUIRE NIB OR OTHER OFFICIAL IF MORE APPROPRIATE. WITHOUT GOG ENTHUSIASM AND EXPRESSION OF THEIR INTEREST IN THIS TYPE COOPERATIVE EFFORT OPIC IS BETTER OFF NOT DOING IT.

4. OPIC INTENDS PROFILE BE HIGH ENOUGH TO ATTRACT INTEREST OF RESPONSIBLE PARTIES IN GHANA WHICH ARE SEEKING TO ESTABLISH OR EXPAND PRODUCTIVE ENTERPRISES, BUT NOT SO HIGH AS TO UNDULY INFLATE LOCAL EXPECTATIONS OF SUCCESS. WITH THIS PERCEPTION FIRMLY IN HAND WILLIAMS THINKING IN TERMS OF (A) BRIEFINGS FOR EMBASSY AND AID OFFICERS ON OPIC PROGRAM RESOURCES; (B) SAME FOR KEY INSTITUTIONS IN GHANA SUCH AS NIB, BANK OF GHANA, GHANA COMMERCIAL BANK, AND SOME PRIVATE GROUPS, TOO; (C) WORK WITH NIB OFFICERS AND OTHERS IN GOING OVER SPECIFIC PROJECT MATERIALS AND IN DISCUSSION SESSIONS WITH LOCAL PROJECT PROPONENTS; AND (D) COURTESY CALLS AS EMBASSY BELIEVES NECESSARY. WILLIAMS CAN MEET WITH CHAMBERS OF COMMERCE AND THE LIKE IF NECESSARY. REQUEST GUIDANCE ON PRESS MATTERS AND CONTACTS. WILLIAMS HOPES TO MEET WITH OTHER US AND LOCAL BUSINESS AND BANKING LEADERS. WHILE SUCH MEETINGS ARE IMPORTANT AS SOURCES OF PROJECT IDEAS AND OPINIONS ON BUSINESS CLIMATE, WILLIAMS NOT INTERESTED IN FACTORY TOURS FOR TOURS SAKE. AFTER FOUR OR FIVE WORKING DAYS
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ACCRA WILLIAMS INTERESTED IN GETTING INTO THE COUNTRY SIDE, RETURNING FOR WIND UP IN ACCRA.

5. FOLLOWING ARE EXAMPLES OF INTRODUCTIONS BEING ARRANGED FROM HERE VIA NEW YORK BANKS AND OTHERS: BANK OF GHANA, GHANA COMMERCIAL BANK, BARKLEYS, NIB, FORDWOR, SAMASANTI, VALCO, STARKIST, CARBIDE. AT EMBASSY DISCRETION THEY MAY NOTIFY THESE OF WILLIAMS HOPE FOR MEETINGS; AND EMBASSY IS REQUESTED TO LINE UP OR SUGGEST

OTHER APPOINTMENTS APPROPRIATE TO THE PURPOSE. OPIC WANTS TO AVOID TIGHT SCHEDULING SO THAT TIME IS AVAILABLE FOR ADEQUATE DISCUSSION IN SINCERE EFFORT TO ACHIEVE RESULTS.

6. PLEASE RESERVE QUIET SINGLE WITH BATH BEGINNING NIGHT OF MARCH 4 LATE ARRIVAL AND, IF NECESSARY TO DO SO NOW, ARRANGE RENTAL CAR WITH DRIVER. PLEASE TRY TO PURCHASE A GOOD CITY MAP AND INDICATE EMBASSY OFFICER WILLIAMS SHOULD CONTACT FIRST THING WEDNESDAY MORNING MARCH 5. OPIC POUCHING OPIC BROCHURES AND OTHER MATERIALS FOR WILLIAMS' USE. MAW

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